

## CLAIMS

1        1. A computer-implemented method of merchandise planning support,  
2 including:

3        projecting unit inventory and unit sales for a plurality of items at a plurality of  
4 locations, utilizing

5        current inventory of the items at the locations,

6        projected deliveries of the items to the locations, and

7        projected demand for the items at the locations; and

8        applying planned transaction pricing to derive projected dollar inventory and  
9 projected dollar sales of the items at the locations.

1        2. The method of claim 1, further including rolling up at least one of the  
2 projected unit inventory, unit sales, dollar inventory or dollar sales from the items to  
3 one or more aggregate levels.

1        3. The method of claim 1, further including projecting gross margins on sales of  
2 the items across the locations, utilizing

3        the projected dollar sales of the items at the locations,

4        actual costs for the items sold from the current inventory, and

5        projected costs for the items sold from the projected deliveries.

1        4. The method of claim 3, further including rolling up at least one of the  
2 projected unit inventory, unit sales, dollar inventory, dollar sales, or gross margin on  
3 sales from the items to one or more aggregate levels.

1        5. The method of claim 1, wherein at least some of the projected deliveries are  
2 notional deliveries of the items to meet the projected demand for the items,  
3 unconstrained by inventory budgets.

1        6. The method of claim 3, wherein at least some of the projected deliveries are  
2 notional deliveries of the items to meet the projected demand for the items,  
3 unconstrained by inventory budgets.

1        7. The method of claim 5, wherein the notional deliveries only start after  
2 specified order coverage cycles for the items.

1        8. The method of claim 6, wherein the notional deliveries only start after  
2 specified order coverage cycles for the items.

1        9. The method of claim 5, wherein the notional deliveries are calculated to  
2 balance stocking costs against lost sales.

1        10. The method of claim 6, wherein the notional deliveries are calculated to  
2 balance stocking costs against lost sales.

1        11. The method of claim 5, wherein the notional deliveries are calculated to  
2 deliver predetermined in-stock percentages for the items at the locations.

1        12. The method of claim 6, wherein the notional deliveries are calculated to  
2 deliver predetermined in-stock percentages for the items at the locations.

1        13. The method of claim 1, wherein the projecting of the unit sales is carried out  
2 for weekly periods.

1        14. The method of claim 13, further including adjusting the projected weekly unit  
2 sales for causal events happening during the weekly period.

1        15. The method of claim 13, further including adjusting the projected weekly unit  
2 sales for one or more promotions happening during at least part of one or more of the  
3 weekly periods.

1        16. The method of claim 1, wherein the projecting of the unit sales is carried out  
2 for daily or more frequent periods.

1        17. The method of claim 16, wherein the projecting of unit sales takes into  
2 account stockouts of the items at the locations.

1        18. The method of claim 16, wherein the projecting of unit sales takes into  
2 account in dates and out dates for the items.

1        19. The method of claim 18, wherein the out date is a desired date for selling out  
2 one or more of the items.

1        20. The method of claim 18, wherein the out date is a date by which one or more  
2 of the items will be sold out or cleared out.

1        21. The method of claim 18, wherein a plurality of the in dates and out dates for a  
2 particular item are associated with a plurality of the locations.

1        22. The method of claim 16, wherein the projecting of unit sales takes into  
2 account last purchase order receipt dates associated with the items.

1        23. The method of claim 22, wherein a plurality of the last purchase order receipt  
2 dates for a particular item are associated with a plurality of the locations.

1        24. The method of claim 16, wherein the projecting of unit sales takes into  
2 account causal events affecting demand for the items.

1        25. The method of claim 24, wherein at least one of the causal events is a  
2 promotion.

1        26. The method of claim 24, wherein at least one of the causal events is a  
2 markdown.

1        27. The method of claim 24, wherein at least one of the causal events is an item  
2 presentation.

1        28. A method of prorating sales or revenue budgets among items, including:

2        setting sales or revenue budgets for groups of items;

3        projecting sales of the items;

4        setting notional deliveries, in addition to projected deliveries for outstanding  
5 orders, to meet the projected sales;

6 prorating the sales or revenue budgets for the groups of items; and  
7 reporting the prorated sales or revenue budgets and the projected sales for the  
8 items, rolled up, if necessary, to a level of detail equivalent to the prorated sales  
9 or revenue budgets.

1 29. The method of claim 28, further including:  
2 calculating reduced notional deliveries consistent with prorated inventory  
3 budgets; and  
4 calculating lost sales resulting from the reduced notional deliveries.

1 30. The method of claim 28, wherein the notional deliveries are constrained by  
2 lead time for ordering and obtaining delivery of the items.

1 31. The method of claim 29, wherein the notional deliveries are constrained by  
2 lead time for ordering and obtaining delivery of the items.

1 32. The method of claim 28, wherein the projected sales of the items are  
2 projected on a daily or more frequent basis.

1 33. The method of claim 28, wherein the projected sales of the items are  
2 projected on a location-by-location basis.

1 34. The method of claim 32, wherein the projected sales of the items are  
2 projected on a location-by-location basis.

1 35. The method of claim 29, wherein the projected sales of the items are  
2 projected on a daily or more frequent basis.

1 36. The method of claim 29, wherein the projected sales of the items are  
2 projected on a location-by-location basis.

1 37. The method of claim 35, wherein the projected sales of the items are  
2 projected on a location-by-location basis.

1 38. The method of claim 28, wherein the notional deliveries are based in part on  
2 optimal stocking levels.

1        39. The method of claim 29, wherein the notional deliveries are based in part on  
2        optimal stocking levels.

1        40. The method of claim 28, wherein the notional deliveries are based in part on  
2        desired in stock levels.

1        41. The method of claim 29, wherein the notional deliveries are based in part on  
2        desired in stock levels.

1        42. The method of claim 28, wherein the notional deliveries are consistent with  
2        presentation quantities for the items at respective selling locations associated with the  
3        items.

1        43. The method of claim 29, wherein the notional deliveries are consistent with  
2        presentation quantities for the items at respective selling locations associated with the  
3        items.

1        44. The method of claim 28, wherein the notional deliveries are set with reference  
2        to a causal calendar of events.

1        45. The method of claim 29, wherein the notional deliveries are set with reference  
2        to a causal calendar of events.

1        46. The method of claim 28, wherein the notional deliveries take into account  
2        planned promotions.

1        47. The method of claim 29, wherein the notional deliveries take into account  
2        planned promotions.

1        48. The method of claim 28, wherein the notional deliveries are consistent  
2        minimum order quantities for the items.

1        49. The method of claim 29, wherein the notional deliveries are consistent with  
2        minimum order quantities for the items.

1        50. The method of claim 28, wherein the prorating is based on the projected sales  
2        of the items.

1        51. The method of claim 29, wherein the prorating is based on the projected sales  
2        of the items.

1        52. The method of claim 28, wherein the projected sales of the items include  
2        recapture of projected lost sales due to stockouts of the item.

1        53. The method of claim 29, wherein the projected sales of the items include  
2        recapture of projected lost sales due to stockouts of the item.

1        54. The method of claim 28, wherein the projected sales of the items are  
2        corrected for projected stockouts at respective selling locations associated with the  
3        items.

1        55. The method of claim 29, wherein the projected sales of the items are  
2        corrected for projected stockouts at respective selling locations associated with the  
3        items.